1990

	A	B	C	D	E	F	G	H
169		*SUMMARY OF DIRECT PAYROLL OVERHEAD (O/H)*						
170		Pct of Payroll added for Workers Comp:	1.18%			1.18%		
171		Pct of Payroll added for Payroll Taxes:	9.78%			9.78%		
172		Pct of Payroll added for Vacation/Holiday I	2.13%			2.13%		
173		Pct of Payroll added for Medical Benefits:	1.75%			1.75%		
174		Pct of Payroll added for Other Benefits:	0.00%			0.00%		
175		*Pct of Payroll added for All Direct O/H:*	*14.85%*			*14.85%*		
176								
177								
178		**Corporate Department Summary**						
179								
180		*CORPORATE INCOME*						
181		Misc. Royalty Income	2,038			2,038		
182		Interest Income	5,893			5,893		
183		Sale of Assets	1,000			1,000		
184		Misc. Income	4,008			4,008		
185								
186		*Total Misc. Corporate Income*		*12,939*			*12,939*	
187								
188		Contributions General/WER	22,402			22,402		
189		Contributions Corporate & In-Kind	0			0		
190								
191		*Total Contributions Gen'l/WER Income*		*22,402*			*22,402*	
192								
193		Back Issue/Direct Sales	13,492			13,492		
194								
195		*Total Back Issue/Direct Sales Income*		*13,492*			*13,492*	
196								
197		Books, etc. Sales	33,350			33,350		
198								
199		*Total Book & Postcard Income:*		*33,350*			*33,350*	
200								
201		*TOTAL CORPORATE INCOME*			*82,183*			*82,183*
202								
203		*CORPORATE EXPENSES*						
204		Director Pay	20,517			20,517		
205	?	Business Manager Pay	24,749			24,749		
206		Pre-Project Pay	2,346			2,346		
207	?	Accountant Pay	0			0		
208	?	Office Pay	36,221			36,221		
209		Corporate Staff Direct Payroll O/H	12,445			12,445		
210								
211		*Total Corporate Staff Payroll*		*96,278*			*96,278*	
212								
213		Building Rent	37,182			37,182		
214		Container Rent	2,610			2,610		
215		Building Maintenance	1,963			1,963		
216		Utilities	3,251			3,251		
217		Telephone	6,777			6,777		
218		Postage & FAX	8,583			8,583		
219		Insurance (Other Than Workers Comp)	1,942			1,942		
220		Taxes (Other Than Payroll)	3,351			3,351		
221		Office and Computer Supplies	10,204			10,204		
222		Equipment Rental, Maintenance & Supplies	4,655			4,655		
223	?	Furniture	0			0		
224	?	Moving/Office Renovation Expenses	0			0		
225		Misc. Admin Expenses	3,664			3,664		
226		Misc. Operating Expenses	1,236			1,236		
227		Depreciation	11,366			11,366		
228		Amortization	4,834			4,834		
229		WELL Repay Expenses	0			0		
230		Reserve	0			0		
231								
232		*Total Operating Expenses*		*101,618*			*101,618*	
233								
234		Legal, Professional & Copyright	1,323			1,323		
235		Interest & Penalties	2,075			2,075		
236		Bank Service Fees	586			586		
237								
238		*Total Other Administrative Expenses*		*3,984*			*3,984*	
239								

	A	B	C	D	E	F	G	H
240		Fundraising Pay	0			0		
241		Fundraising OPS	0			0		
242		Contributions Gen'l/WER Expenses	0			0		
243		Contributions Corporate & In-Kind Expense	0			0		
244		Fundraising Direct Payroll O/H	0			0		
245								
246		*Total Contributions/Fundraising Expenses*		*0*			*0*	
247								
248		Purchase of Back Issues	0			0		
249		Pay for Fulfillment of Back Issues	0			0		
250		Pay for Promotion of Back Issues	0			0		
251		Fulfillment Expenses for Back Issues	0			0		
252		Postage for Back Issues	0			0		
253		Credit Card Discount - Back Issues	0			0		
254		Change in Inventory - Back Issues	0			0		
255		Back Issue Sales/Fulf. Direct Payroll O/H	0			0		
256								
257		*Total Back Issue/Direct Sales Expenses*		*0*			*0*	
258								
259		Purchase of Books etc.	16,036			16,036		
260		Pay for Fulfillment of Books etc.	0			0		
261		Pay for Promotion of Books etc.	0			0		
262		Fulfillment Expenses for Books etc.	5,445			5,445		
263		Promotion Expenses for Books etc.	0			0		
264		Postage for Books etc.	0			0		
265		Credit Card Discount - Books etc.	0			0		
266		Change in Inventory - Books etc.	0			0		
267		Books etc. Sales/Fulf. Direct Payroll O/H	0			0		
268								
269		*Total Book etc. Sales Expenses:*		*21,481*			*21,481*	
270								
271		*TOTAL CORPORATE EXPENSES*			*223,361*			*223,361*
272								
273		*CORPORATE DEPARTMENT NET*			*-141,178*			*-141,178*
274								
275								
276								

	A	B	C	D	E	F	G	H
277		**WER Department Summary**						
278								
279		*WER INCOME*						
280		Renewal Subscription Sales	491,929			491,929		
281		New Subscription Sales	0			0		
282		Change in Sub Liability	-95,214			-95,214		
283								
284		*Total Subscription Income:*		*396,715*			*396,715*	
285								
286		Direct Distribution Sales	89,771			89,771		
287		Warner Sales	87,993			87,993		
288								
289		*Total Newsstand Income:*		*177,764*			*177,764*	
290								
291		Mailing List Sales	24,851			24,851		
292								
293		*Total Mailing List Income:*		*24,851*			*24,851*	
294								
295		Unclassifieds Sales	7,991			7,991		
296								
297		*Total Unclassifieds Income:*		*7,991*			*7,991*	
298								
299		*TOTAL WER INCOME*			*607,321*			*607,321*
300								
301		*WER EXPENSES*						
302		WER Publishing Pay	0			0		
303		WER Publishing OPS	0			0		
304		WER Publishing Misc. Expenses	0			0		
305		WER Publishing Direct Payroll O/H	0			0		
306								
307		*Total WER Publishing Expenses:*		*0*			*0*	
308								
309		WER Editorial Pay	57,824			57,824		
310		WER Editorial OPS	20,176			20,176		
311		WER Writers and Contributors	30,919			30,919		
312		WER Misc Editorial Expenses	4,826			4,826		
313		WER Research Pay	14,359			14,359		
314		WER Research OPS	0			0		
315		WER Misc. Research Expenses	2,214			2,214		
316		WER Production Pay	56,349			56,349		
317		WER Production OPS	288			288		
318		WER Outside Production Expense	6,150			6,150		
319		WER Production Supplies	2,684			2,684		
320		WER Edit. & Prod. Direct Payroll O/H	19,081			19,081		
321								
322		*Total WER Editorial & Production Expenses:*		*214,870*			*214,870*	
323								
324		Sub Fulfillment Expenses	29,800			29,800		
325		Sub Fulfillment Postage	0			0		
326		Sub Premium Offers	1,587			1,587		
327		MacSUB Fulfillment Pay	22,278			22,278		
328		MacSub Fulfillment OPS	827			827		
329		WER Billing Expenses	0			0		
330		Credit Card Discount - Subs	3,795			3,795		
331		Sub Fulfillment Direct Payroll O/H	3,307			3,307		
332								
333		*Total Sub Fulfillment Expenses:*		*61,594*			*61,594*	
334								
335		WER Pre-Press Expenses	17,314			17,314		
336		Printing WER	95,598			95,598		
337								
338		*Total Magazine Printing Expense:*		*112,912*			*112,912*	
339								
340		Circulation Pay	32,550			32,550		
341		Circulation OPS	0			0		
342		Circulation Promo Expenses	19,032			19,032		
343		Renewal Expenses	22,367			22,367		
344		WER Insert Expenses	11,023			11,023		
345		Circulation-Related Production Pay	0			0		
346		Circulation Direct Payroll O/H	4,832			4,832		
347								
348		*Total Circulation Expenses*		*89,804*			*89,804*	
349								

	A	B	C	D	E	F	G	H
350		Direct Distributor Expenses	8,437			8,437		
351		Warner Expenses	11,237			11,237		
352								
353		*Total Newsstand Expenses:*		*19,674*			*19,674*	
354								
355		Mailing List Fulfillment	3,164			3,164		
356								
357		*Total Mailing List Rental Expenses:*		*3,164*			*3,164*	
358								
359		*TOTAL WER EXPENSES*			*502,018*			*502,018*
360								
361		*WER DEPARTMENT NET*			*105,303*			*105,303*
362								
363								
364								

	A	B	C	D	E	F	G	H
365		**Projects Deptartment Summary**						
366								
367		*CHRONICLE COLUMN*						
368		Chronicle Income	28,050			28,050		
369								
370		*Total Chronicle Income:*		*28,050*			*28,050*	
371								
372		Chronicle Pay	18,470			18,470		
373		Chronicle Contributors	5,936			5,936		
374		Chronicle Expenses	0			0		
375		Chronicle Direct Payroll O/H	2,742			2,742		
376								
377		*Total Chronicle Expenses:*		*27,148*			*27,148*	
378								
379		*CHRONICLE NET*			*902*			*902*
380								
381		*HELPING NATURE HEAL*						
382		HNH Royalty Income	0			0		
383		HNH Production Monies	312			312		
384								
385		*Total HNH Income*		*312*			*312*	
386								
387		HNH Pre-Project Pay	312			312		
388		HNH Pre-Project Misc. Expenses	0			0		
389		HNH Editorial & Research Pay	0			0		
390		HNH Editorial & Research OPS	0			0		
391		HNH Production Pay	0			0		
392		HNH Production OPS	0			0		
393		HNH Project Management Pay	0			0		
394		HNH Misc. Expenses	0			0		
395		HNH Writers & Contributors	0			0		
396		HNH Literary Agent Commission	0			0		
397		HNH Direct Payroll O/H	46			46		
398								
399		*Total HNH Expenses:*		*358*			*358*	
400								
401		*HNH BOOK NET*			*-46*			*-46*
402								
403		*ECOLOG*						
404		Ecolog Royalty Income	45,000			45,000		
405		Ecolog Production Monies	25,312			25,312		
406								
407		*Total Ecolog Income*		*70,312*			*70,312*	
408								
409		Ecolog Pre-Project Pay	0			0		
410		Ecolog Pre-Project Misc. Expenses	0			0		
411		Ecolog Editorial & Research Pay	0			0		
412		Ecolog Editorial & Research OPS	48,750			48,750		
413		Ecolog Production Pay	0			0		
414		Ecolog Production OPS	0			0		
415		Ecolog Project Management Pay	0			0		
416		Ecolog Misc. Expenses	1,422			1,422		
417		Ecolog Writers & Contributors	0			0		
418		Ecolog Literary Agent Commission	6,750			6,750		
419		Ecolog Direct Payroll O/H	0			0		
420								
421		*Total Ecolog Expenses:*		*56,922*			*56,922*	
422								
423		*ECOLOG NET*			*13,390*			*13,390*
424								
425		*CYBERTHON*						
426		Cyberthon Income	96,805			96,805		
427								
428		*Total Cyberthon Income*		*96,805*			*96,805*	
429								
430		Cyberthon Pay	3,022			3,022		
431		Cyberthon OPS	14,500			14,500		
432		Cyberthon Expenses	71,764			71,764		
433		Cyberthon Direct Payroll O/H	449			449		
434								
435		*Total Cyberthon Expenses:*		*89,735*			*89,735*	
436								
437		*CYBERTHON NET*			*7,070*			*7,070*
438								

	A	B	C	D	E	F	G	H
439		*WHOLE EARTH INSTITUTE*						
440		Contributions WEI	50,267			50,267		
441								
442		*Total WEI Income*		*50,267*			*50,267*	
443								
444		WEI Fundraising Pay	0			0		
445		WEI Fundraising OPS	14,000			14,000		
446		WEI Fundraising Expenses	3,570			3,570		
447		WEI Library Project Pay	3,302			3,302		
448		WEI Library Project OPS	125			125		
449		WEI Library Project Expenses	230			230		
450		WEI Environmental Project Pay	54			54		
451		WEI Environmental Project OPS	0			0		
452		WEI Environmental Project. Expenses	31			31		
453		WEI Direct Payroll O/H	498			498		
454								
455		*Total WEI Expenses:*		*21,810*			*21,810*	
456								
457		*WHOLE EARTH INSTITUTE NET*			*28,457*			*28,457*
458								
459		*(BOOK/PROJECT)*						
460		_____ Royalty Income	0			0		
461		_____ Production Monies	0			0		
462								
463		*Total _____ Income*		*0*			*0*	
464								
465		_____ Pre-Project Pay	0			0		
466		_____ Pre-Project Misc. Expenses	0			0		
467		_____ Editorial & Research Pay	0			0		
468		_____ Editorial & Research OPS	0			0		
469		_____ Production Pay	0			0		
470		_____ Production OPS	0			0		
471		_____ Project Management Pay	0			0		
472		_____ Misc. Expenses	0			0		
473		_____ Writers & Contributors	0			0		
474		_____ Literary Agent Commission	0			0		
475		_____ Direct Payroll O/H	0			0		
476								
477		*Total _____ Expenses:*		*0*			*0*	
478								
479		*_____ BOOK/PROJECT NET*			*0*			*0*
480								
481		*HACKERS CONFERENCE (PASS-THRU GRANT)*						
482		Hackers Grant Income	15,575			15,575		
483								
484		*Total Hackers Income:*		*15,575*			*15,575*	
485								
486		Hackers Grants Paid	15,000			15,000		
487								
488		*Total Hackers Expenses:*		*15,000*			*15,000*	
489								
490		*HACKERS GRANT NET*			*575*			*575*
491								
492		*(PASS-THRU GRANT)*						
493		_____ Grant Income	0			0		
494								
495		*Total _____ Grant Income:*		*0*			*0*	
496								
497		_____ Grants Paid	0			0		
498								
499		*Total _____ Grant Expenses:*		*0*			*0*	
500								
501		*_____ GRANT NET*			*0*			*0*
502								
503		*PROJECTS DEPARTMENT NET*			*50,348*			*50,348*
504								
505								
506		**Point Foundation Net**			**14,473**			**14,473**
507								
508								

	A	B	C	D	E	F	G	H
509		*For Reference (not included as line items above)*						
510		Workers Comp:	3,461			3,461		
511		Payroll Taxes:	28,586			28,586		
512		Vacation/Holiday Pay:	6,236			6,236		
513		Medical Benefits:	5,116			5,116		
514		Other Benefits:	0			0		
515			---			---		
516		*Total Payroll-Related Expenses*	*43,400*	*43,400*		*43,400*	*43,400*	
517								
518								
519								